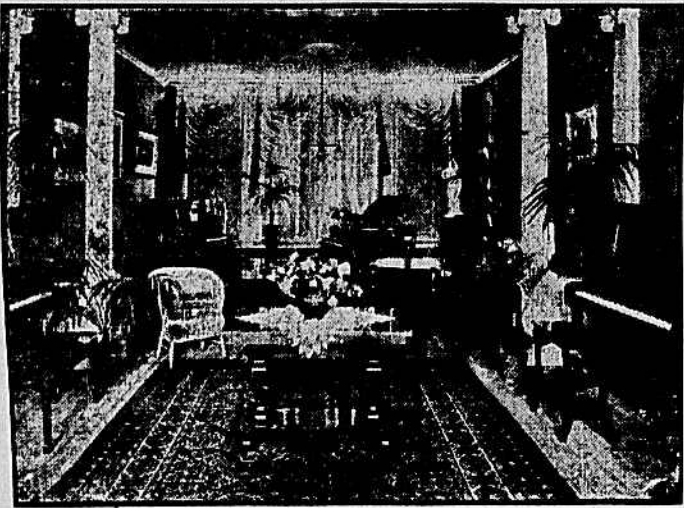


# Chas. M. Stieff at Richmond, Va.

Chas. M. Stieff, through our representative, Mr. L. Burke Slaughter, wishes to express their sincere gratitude to the members of the Piano trades, including manufacturers, dealers and travelers who visited the Stieff warerooms at Richmond, 205 East Broad Street, for their kind expression and acknowledgment of the merits of the Stieff Pianos, and extend to those who have not visited a cordial welcome.

## Official Piano, Jamestown Exposition

The name "Stieff" has prevailed through the South for 68 years, and received medals at Philadelphia, Pa., 1876; Boston, Mass., 1881; Atlanta, Ga., 1881; New Orleans, La., 1885; Chicago, Ill., 1893; Charleston, S. C., 1902. Also received the highest honors at Paris, France, in 1878, competing with the world's greatest pianos, and besides this, was the official piano of the Jamestown exposition.



Grand and Player Parlors on Second Floor

The new Y. M. C. A., which was dedicated on Tuesday, is equipped with this well-known piano, four uprights and one grand having been sold to this institution. One of the oldest models in the "Stieff" was purchased some years ago by General Robert E. Lee for his personal use in his home immediately on his return to Lexington after the civil war.

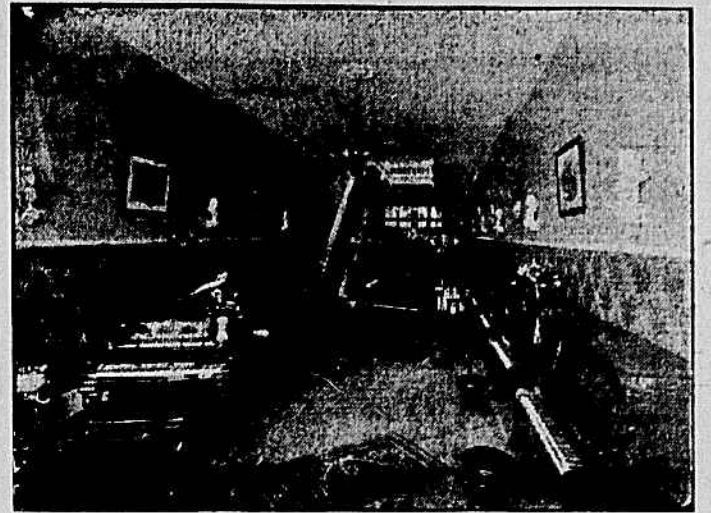
The Richmond warerooms is one of the twelve maintained by Charles M. Stieff, and although not the largest, it contains three floors; is very attractive, and is considered the most artistic in the city; handsomely decorated with ferns, potted plants and busts of the great musicians.



## The Popular Piano of Richmond

At Richmond the "Stieff" is one of the most popular pianos, and is to be found in the studios of some of the leading musicians, and in a great number of Richmond's most representative homes, and also this well-known instrument, both in grand and upright styles, has been sold to some of the leading public buildings and institutions, such as the Hotel Jefferson, Hotel Richmond, Richmond Light Infantry Blues' Armory, etc.

Owing to the convention we have received a large shipment of pianos from our factory at Baltimore, including Louis XV and other special art styles, which afford the musical public an excellent opportunity of procuring a choice, and we earnestly solicit prospective purchasers to take advantage as early as possible.



The Interior of First Floor

The "Stieff" is not only an art product, but owing to its great durability, it is used in 224 musical colleges in large numbers, including grands and uprights; there are 180 in use at the New England Conservatory, the largest musical college in the world.

## Representatives at the Richmond Convention

The firm was represented at the Richmond convention by the following: Frederick P. Stieff, Charles J. Gross, superintendent of factory; S. P. Walker, general manager; George Waters Stieff, J. C. Conliff, manager of the Washington branch; L. Burke Slaughter, manager of the Richmond branch; L. C. Steele, manager of the Norfolk branch; C. W. Whitmore, manager of the Lynchburg branch; C. H. Wilmoth, manager of the Charlotte, N. C., branch; E. C. Carr, manager of the Boston branch; W. B. Cridlin, retail manager of the Richmond office.

Lynchburg Store,  
716 Main Street.  
C. W. Whitmore, Manager.

# The Well-Known

Norfolk Store,  
114 Granby Street.  
L. C. Steele, Manager.

# Kohler & Campbell

## PIANOS

Exhibited at Booth 14 at the Piano Exhibition Hall are sold by

# CHARLES M. STIEFF,

Charlotte, N. C., Store,  
5 West Trade Street.  
C. H. Wilmoth, Manager.

Richmond Store, 205 East Broad Street.  
L. Burke Slaughter, Manager.

Washington Store,  
1008-10 F Street, N. W.  
J. C. Conliff, Manager.